Senior Sales Operations Analyst (Update)

Overview:
TerrAvion is growing quickly. We are maturing our sales process, scaling our team, and executing on more organizationally complex sales. The sales team and company leadership need a "mini-CFO" to make sure our sales and marketing organization is driving correctly. In this role you will work with the leaders of the company--especially the CEO, CFO, and Chief Commercial Officer--and see every aspect of how to turn a start-up into a business.

This role requires a lot of hard work and high degree of intelligence. This is a roll your sleeves up and clean up the data by hand and analyze, so you can have a report to the board by midnight kind of job. Besides salary, benefits, and equity, the payoff of this job is the learning. In a year you will know everything about how TerrAvion’s business works and how to scale a tech company. We are looking at this role as a training ground for future TerrAvion leadership.

Responsibilities:
- Maintain a sales forecast and improve its accuracy over time
- Oversee the sales and marketing automation stack for funnel performance and data quality
- Report progress to board and executives
- Assist in commercial team administration
- Assist in implementing sales/marketing process improvements

Required Attributes:
- Not a primadonna, takes direction well and executes independently
- Intelligence, empathy, ambition, integrity, and work ethic to keep the commercial organization shooting at the target
- Intermediate Spreadsheet Analysis Skills
- Strong Written and Oral Communication

Desired Attributes
- Prior start-up experience a plus
- Intro knowledge of databases or willingness to learn basic SQL
- Business degree
- Ag familiarity